



Cornelius G. Boylan

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Profile

Dedicated professional with years of international experience in a wide range of positions including product management and functional line management. Technically and commercially astute with a leading knowledge IoT and solution delivery. Proven ability to create and deliver convincing presentations to customers and senior management. Contract negotiation experienced in both English and German. Service minded and customer oriented. Outstanding language skills fitting to multi-disciplinary and international environments.

Highlights

- Experienced Product Manager, Digital Solutions
- Team Lead: IoT Technical Presales Southern Europe
- Automotive, industry 4.0, utility and smart building solutions
- 3 years functional line management experience in IoT
- SAFe POPM Certification (Agile Framework for Product Managers)
- E2E view: device, radio, network, cloud, applications and security
- Contracting and negotiations, partner management, vendor management
- Patents Awarded (5 with Ericsson, 1 with Vodafone)

Experience

2006-present **Vodafone Business, VGS GmbH (Dusseldorf, Germany)**

Global Product Manager (STEP V2X) (2024-present)

- Secured V2X trials with Toyota (MOU) and Hyundai
- Promoted STEP V2X within the industry: 5GAA, IAA Mobility 2025, DFRS, FutureCar Fraunhofer Institute
- Supplier Management, Contract Negotiations, Business Case, Proposition

Global Product Manager (Smart Buildings) (2022-2024)

- Delivered a scalable Office Spaces platform, enabling hybrid work adoption
- Pitch, Contracting and Delivery to first customer (Metafinanz GmbH)
- Supplier Management, Contract Negotiations, Business Case, Proposition

E2E Industrialisation Manager (2020-2022)

- New Product Development: office management system (Office Spaces)
- Office Spaces localized for VGE. Ready for Service in 2022, Live.
- Launched office management system internally in Vodafone (6k Users)

IoT Industrialisation Manager (2018-2020)

- Programme Lead, EE IoT Roaming Network Shutoff
- E2E Solution Industrialisation Programme
- IoT Solution Delivery Acceleration, Digitization and Process Automation

Principal Solution Architect Southern Europe (2015-2018)

- Line management responsibility for 8 direct reports (IoT Solution Architects)
- Experienced with international recruiting for a high performing team
- IoT E2E Delivery Process, Deal Review Process, Local OpCo Process



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M2M Solution Architect Northern Europe (2011-2015)

- Customers Atlas Copco, Philips, tomtom, Verisure, AT&T, Toyota...
- Delivered M2M solutions for automotive, industrial, security and utilities
- Successful consultative sales approach both for solutions and services

Project / Programme Manager – Partner Markets and PMO (2007-2011)

- Managed budget submissions, controlling and procurement
- Contracting work: NDA, CoA, SLA, HoSA
- Led major feasibility study covering data mining, real time charging

Programme Manager, Service Level Management (2007)

- High Level Design for global Service Level Management
- OSS Requirements Management Application, vendor management
- In-Flight Mobile Communications, Lufthansa RFP

Manager INTP Core and Transmission Networks (2006)

- Integrated Network Technology Planning
- Long Range Plan, 3 Year Plan, Operator Detailed Network Plan
- Core and transmission network investment analysis

2004-2006

VODAFONE D2 GmbH (Dusseldorf, Germany)

Project Expert (Test Reference Network, Automation Solutions)

- Project management, E2E performance tests, load tests
- PerT (Performance Testing) measurement environment
- Product manager, test automation, solution vendor management

2003 – 2004. **Founder, CORENEXIS Consulting**

- Automated and Performance Testing,
- Vodafone Test Networks and Solutions (VIP Lab)

1999 - 2003

ERICSSON GmbH (Düsseldorf, Germany)

Business Development Manager (2001 – 2003)

- Contract negotiation, business cases, customer presentations
- Expert for internet applications, mobile payment, M-commerce, Billing

Solutions Marketing Manager, Internet Applications (2000 – 2001)

- Technical support for key accounts, Unified Messaging Tendering
- Presented M-Commerce solutions to top level management

Solutions Manager, UMTS/GPRS Core Network (1999 – 2000)

- Customer presentations UMTS/GPRS i/f Strategic Product Management
- Core network responsible within three RFQs covering UMTS/GPRS Sales.

1991 – 1999 ERICSSON EUROLAB DEUTSCHLAND GmbH (Germany)

Wireless Application Research Manager (1998 –1999)

- Co-ordinated wireless application research activities on a corporate level.
- Led technical meetings with credit card companies, mobile payment

Senior Operative Product Manager (1993 –1998)

- Technical and product management, GSM / UMTS core network
- Prestudies, RFI/RFQ, contract negotiations, GSM SoC and CR

Source System Designer (1992 – 1993)



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- Responsible mobile network software source system.
 - Project software block interface co-ordinator (Signal Co-ordinator).
- Software Designer** (1991 – 1992)
- Function specification, SW block and unit design for GSM HLR function Short Message Service Alert.

Academic Qualifications

Bachelor of Science Degree in Electrical Engineering, concentration in Telecommunications, University of Connecticut, Storrs Connecticut, USA, Dean's List (1990).

Abitur, Heinrich Hertz Gymnasium, Bonn-Bad Godesberg, Germany (1986)

Computer Skills

- Machine to Machine solutions, IOT Solutions
- REST-APIs, Kafka Streams, MQTT, UDP, NB-IOT
- GSM, UMTS and LTE, protocols and network architecture
- Application technology: VoiceXML, WML, HTML, CGI, Java
- Microsoft Office incl. Visio and MS Project

Certificates

- AIPMM Certified Product Manager
- Scaled Agile Framework Product Owner Product Manager
- Project Management Professional PMP

Training

- Performance Development for Line Managers
- Team Building and Coaching for Project Managers
- Procurement and Budget Controlling for Project Managers
- Creating Professional Business Cases and Proposals
- Management Training: "Reflecting on Myself", "Communication and Cooperation", "Leading Different Situations"
- Business Case Overview Course
- Strategic Marketing Seminar
- Business Opportunity Tracing / Business Analysis Seminar
- Eurostar 2004, Integrating Testing and Development
- Data Communications and Networks (TCP-IP)
- Patent Basics for Engineers
- Inter-Cultural Communication
- Basic training: GSM System Survey, ISDN Course, Unix Basics, Telecommunication Networks

Personal Details

Date of Birth: 3rd of August 1965
Nationality: United States of America
Marital Status: Married, four children.
Languages: Native English and German, basic French, basic Swedish
Hobbies: Skiing, sailing, gardening and running after my kids

References

available on request